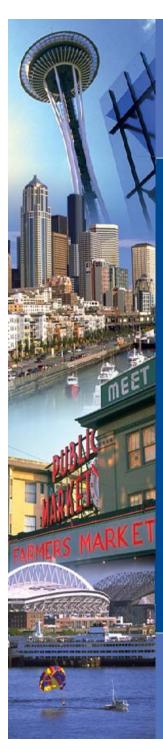






7 ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



Subcontracting Opportunities with Brookhaven National Laboratory (A DOE Prime Contractor)

June 29, 2006

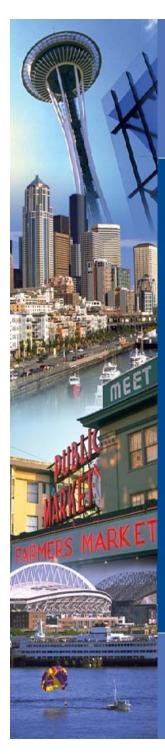
Presented by:

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Brookhaven Science Associates, LLC –
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7th Annual Small Business Conference







Introduction

Selling to: Brookhaven National Laboratory

- The Good News
- The Bad News









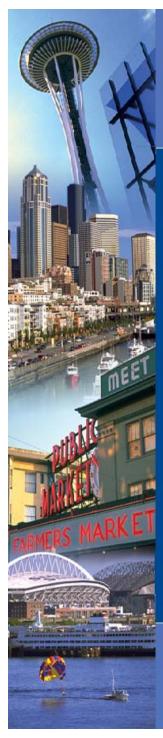
The Good News

We attempt to procure our products and/or services from the six small businesses categories by awarding contracts to qualified and, where applicable, SBA certified small businesses.









What We Buy.

These are some of the products/services that we buy:

			<i></i>
Apparel/Safety/Misc Equip	\$824,612	Containers	\$89,232
Architect-Engineering Service	e \$41,400	Cryogenics	\$237,145
Automotive Repairs	\$75,043	Crystals	\$15,052
Bulk Fuels / Oils	\$1,311,748	Electrical/Electronics	\$3,175,310
Chemicals/Fuels/Gases	\$766,100	Elects-High Tech	\$4,271,891
Communications Equipment	\$548,270	Environmental Engr	\$2,247,327
Computer Maint/Service	\$715,960	Hardware/ Fasteners	\$489,777
Computers	\$7,390,594	High Tech Equipment	\$402,463
Comp. Peripherals	\$654,021	HVAC Parts	\$6,816
Construction	\$11,328,504	Isotopes/Rad Matl	\$31,950
Construction Materials	\$820,414	Janitorial	\$121,432
Consultants	\$277,500	Job Shoppers	\$23,200









These are the products/services that we buy (Con't):

Lab Supplies & Equipment	\$2,424,64
Landscaping	\$39,683
Mechanical Equipment	\$1,161,51
Metal / Plastic Raw Material	\$240,144
Metals, Precious	\$9,081
Office Equip/Supplies	\$1,115,17
Optics	\$121,213
PCBA/Elect Fabrication	\$67,455
Pharmaceuticals/Biologicals	\$21,470
Photographic Supplies	\$9,324
Plumbing Pipe	\$94,355
Radiation Protection Instr.	\$3,096

Repairs	\$619,313
Research & Dev.	\$3,117,054
Service Contracts	\$4,581,858
Silicon Wafers	\$1,801
Software	\$603,707
Testing Services	\$145,866
Training Services	\$177,645
Transportation	\$6,240
Uniform Rental	\$13,823
Vacuum Equipment	\$936,305
Video Equip & Supplies	\$106,425







How small business faired in FY05.

 Our FY05 procurement dollars spent with Small Businesses were as shown:

• Small Bus \$60,920,835 or 50.1%

• SDB \$ 11,004,402 or 10.2%

• WOB \$13,214,283 or 12.2%

• HUB \$ 5,770,240 or 5.3%

• SDVOB \$ 527,857 or 0.5%

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Now the BAD News -

We rarely, if ever, buy these products and/or services on the open market:

Advertising/PR Services
Direct mail services
Healthcare Services
Insurance
Military Products/Services
Printing

Automotive vehicles
Food Products/Services
Illegal Products
Legal & Medical Services
Photography Services
Web Design/Hosting

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What we DO NOT need new sources for.

These are some of the Products/Services we buy but do not need new sources for:

Computer equipment & services

IT services

Janitorial supplies

Laboratory supplies

Office supplies

Safety supplies.









How We Buy:

Purchase are made using several methods:

Credit Cards
Purchase Orders
Blanket Orders
E-Procurement









How We Buy (Con't)

The E-Procurement System is being developed with Small Businesses in mind:

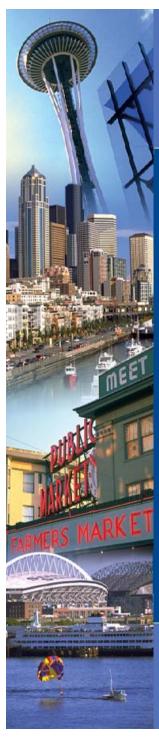
Supplier requirements for e-procurement consideration are:

- 1. Supplier must provide an Electronic Catalog File*.
- 2. Supplier must attach a specified bar coded label to every box or carton shipped to BNL.
- 3. Supplier must be able to receive electronic purchase orders.
- 4. Supplier must be able to accept Electronic Funds Transfer (EFT).
- * NO punch-out catalogs are being used.









What do I do first?

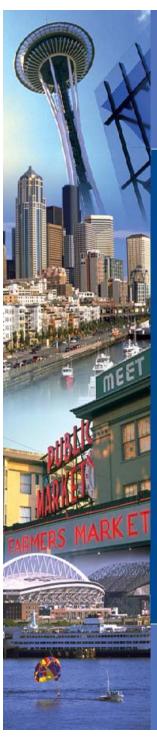
Whether you are just starting out or you are a seasoned firm to do business with the Government or Government Prime Contractors you should be registered in the free Central Contractor Registration (CCR) Database – specifically the Dynamic Small Business Search, which can be found at:

http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm









Marketing Tips

- Identify your unique capabilities, your market niche, and focus on them.
- Consider Teaming Agreements or Joint Ventures with large businesses to win proposals. Sell the large business on this idea by stressing your flexibility to meet the customers requirements.
- Develop a succinct, one page summary of your company's expertise and capabilities: including relevant experience, references with federal agencies, SBA & other registrations, your small business type, etc.







Food for Thought

Selling to the Laboratory does require the submittal of extra documentation but this is usually offset by the fact that many of the normal business expenses such as entertainment – gifts-gratuities, etc. are not allowed in government contracting. Keep this in mind when you are preparing your quotes and proposals.

Thank you for your attention.





